

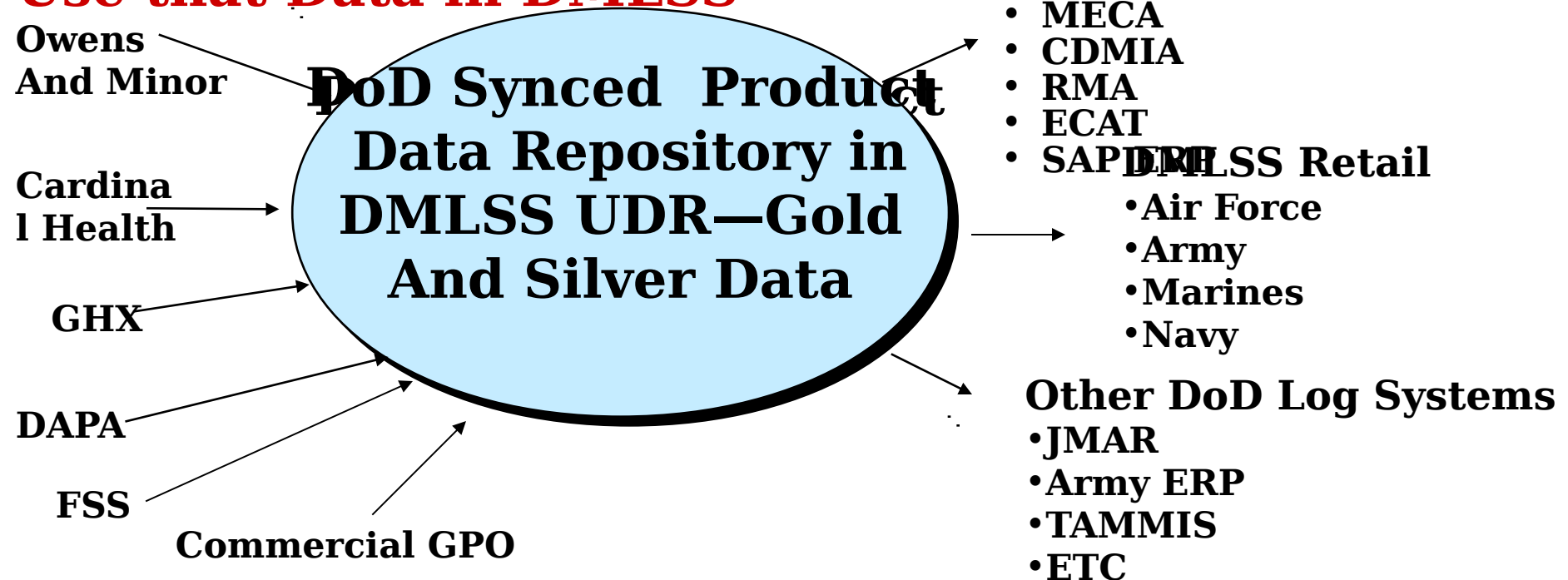
Data Sync--DSCP Proof of Principle Pilot— 1 October 2002 to 31 January 2003

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What is Product Data Sync—Short Term?

We Sync Data Between our DoD Med-Surg Contracts and our Primary Trading Partners/Suppliers (Owens and Minor and Allegiance and GHX) on the top 20,000 DoD Med-Surg Items and Use that Data in DMLSS



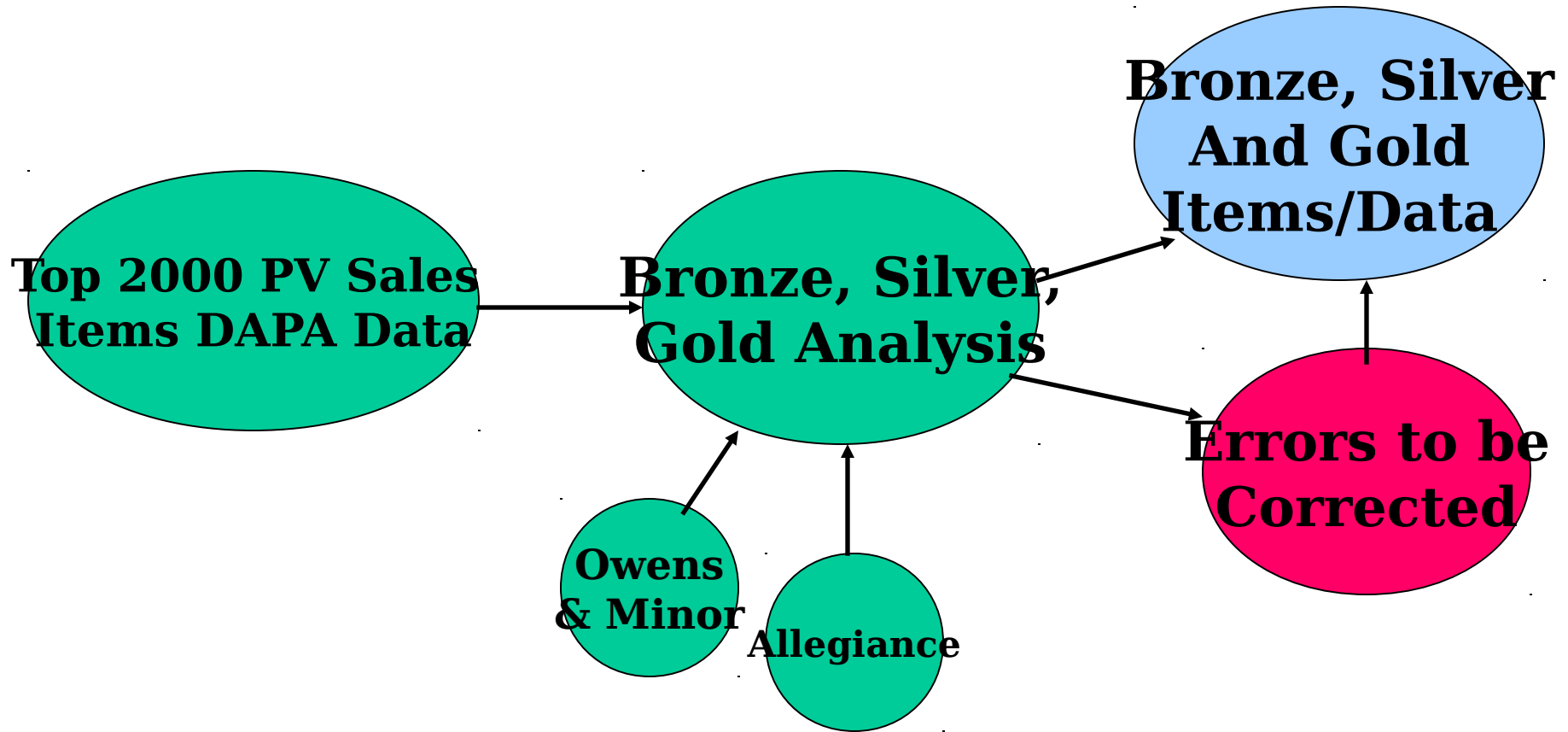
Goals of Pilot

- Improve DoD Common Manufacturer Naming—Separate Presentation
- Sync Top 2000 Med-Surg PV Sales Items between DAPA and Owens and Minor and Cardinal
- Test Distributor's Velocity Code—Separate Presentation
- Pilot Global Healthcare Exchange Catalog Data

Primary Value Adds of Data Sync From a Business Perspective

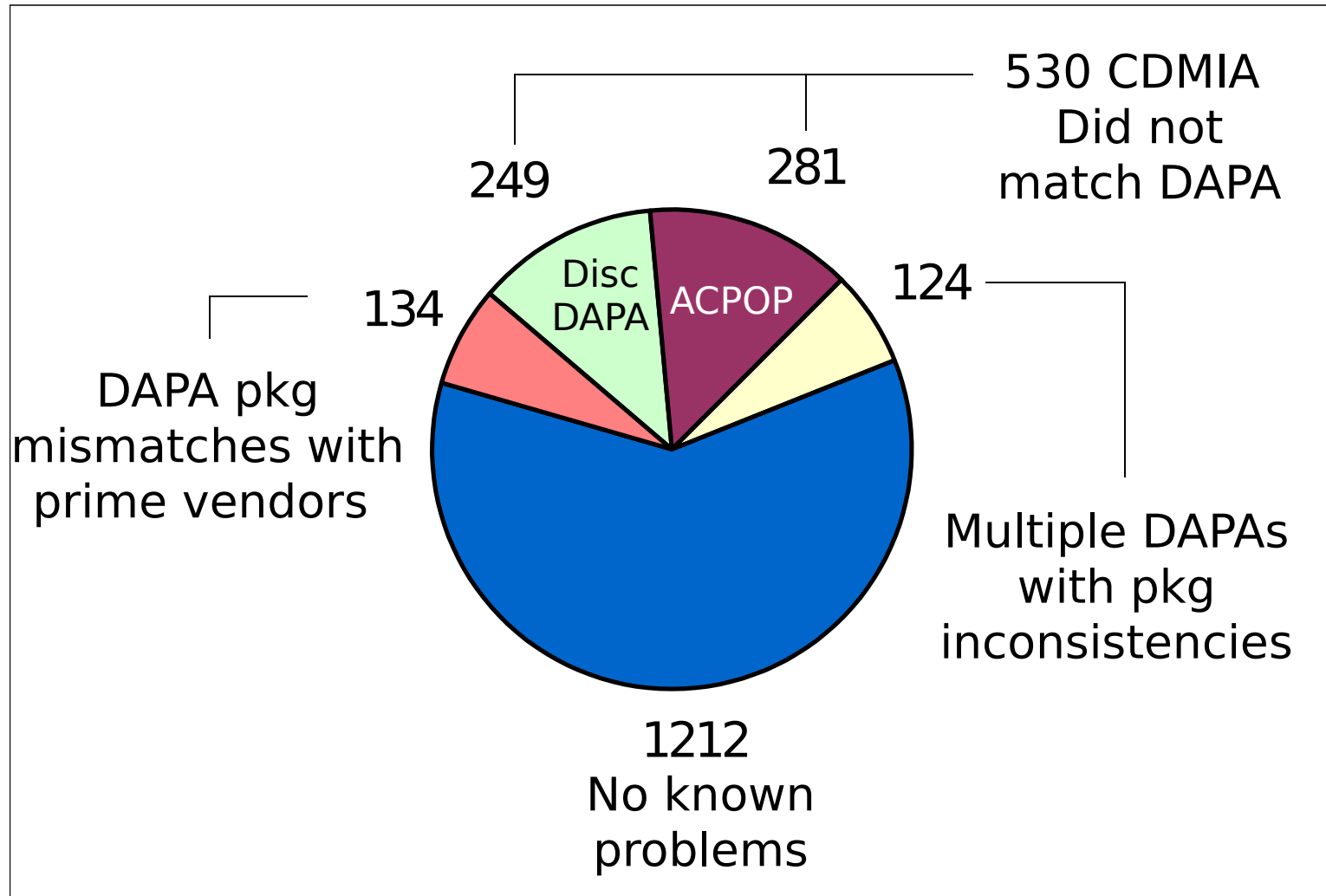
- Increasing PV and ECAT/GHX Sales—Great for Customers
- Item ID and packaging data accuracy on items for all DoD systems
- Accurate pricing—DAPA/GPO price always equals PV price before orders are placed

Building File of Bronze, Silver and Gold Synchronized Catalog Data



PROFILE OF CDMIA TOP 2,000

"A" ITEMS



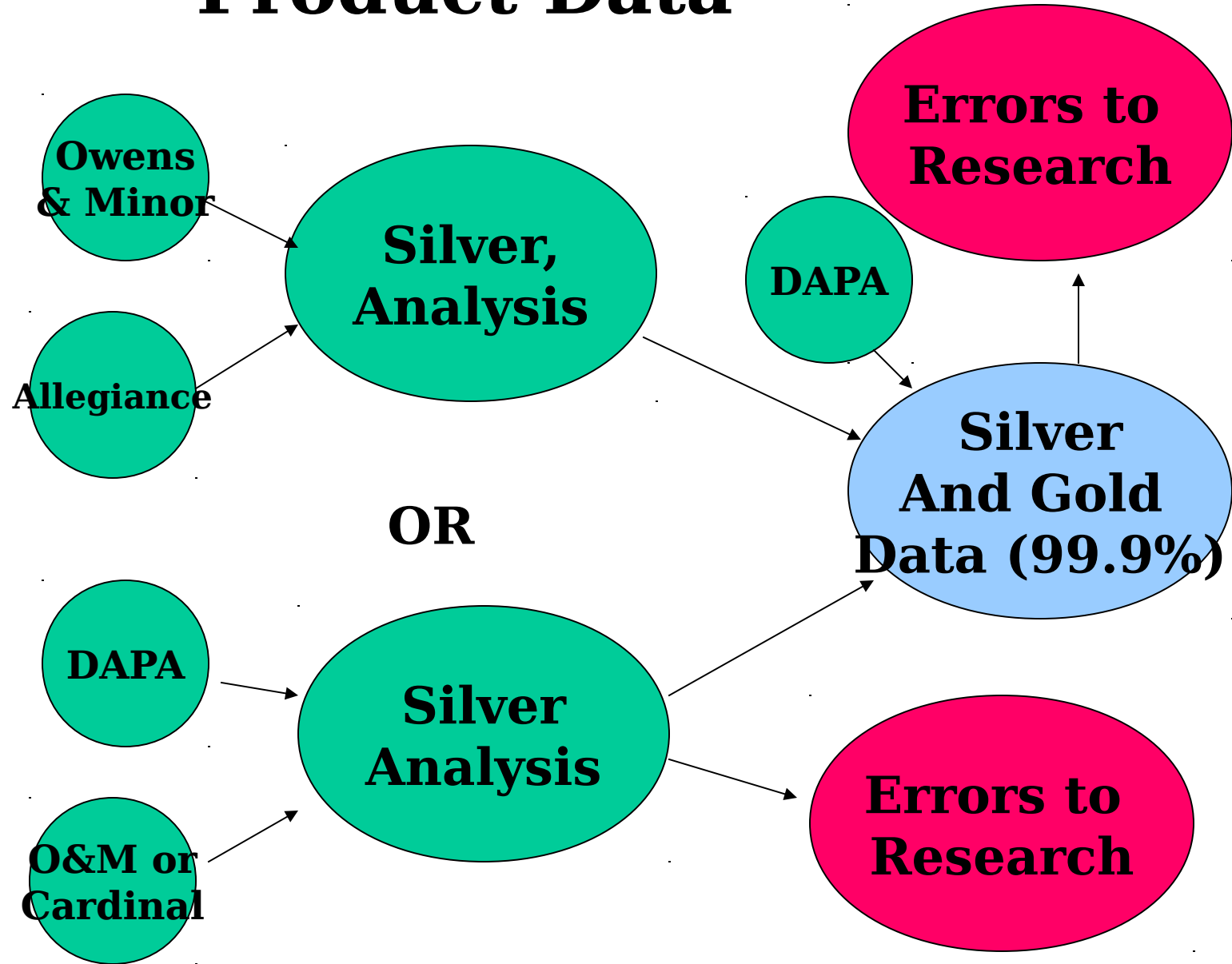
3M Packaging – “A” Item DAPAs with pack configuration different than Allegiance and Owens & Minor

DAPA Number	DAPA Mfr Part Num	DAPA						ALLE						O & M					
		Calc UOS Tot QTY	Unit of Sale	PK per UOS	PK	EA per PK	EA	Calc UOS Tot QTY	Unit of Sale	PK per UOS	PK	EA per PK	EA	Calc UOS Tot QTY	Unit of Sale	PK per UOS	PK	EA per PK	EA
SP0200-94-H-5058	1222-1N	18	CA			18	RL	1080	CS	18	RL	60	EA	18	CA			18	RO
SP0200-94-H-5058	1222-1N	1	RL			1	RL	1080	CS	18	RL	60	EA	18	CA			18	RO
SP0200-94-H-5058	1243A	500	PH	500	EA	1	EA	1000	CS	2	BX	500	EA	1000	CA	2	PK	500	EA
SP0200-94-H-5058	2345N	2000	CA	10	BX	200	EA	100	CS	10	BX	10	PR	100	CA	10	BX	10	PR
SP0200-94-H-5058	2345N	200	BX	10	PR	20	EA	100	CS	10	BX	10	PR	100	CA	10	BX	10	PR
SP0200-94-H-5058	2346N	2000	CA	10	BX	200	EA	100	CS	10	BX	10	PR	100	CA	10	BX	10	PR
SP0200-94-H-5058	2346N	200	BX	10	PR	20	EA	100	CS	10	BX	10	PR	100	CA	10	BX	10	PR
SP0200-94-H-5058	5122	100	CA	1	CA	100	EA	2000	CS	20	BX	100	EA	2000	CA	20	BX	100	EA
SP0200-94-H-5058	5125	100	CA	1	CA	100	EA	500	CS	5	BX	100	EA	500	CA	5	BX	100	EA
SP0200-94-H-5058	2360	1000	BG	100	SR	10	EA	4000	CS	40	BG	100	EA	4000	CS	40	BG	100	EA
SP0200-94-H-5058	2360	4000	CA	40	BG	100	EA	4000	CS	40	BG	100	EA	4000	CS	40	BG	100	EA

What Did We Learn?

- Key is Identifying 99.9% accurate catalog and packaging data and creating a master file of that data for use in all DoD systems to sync their records;
 - Owens and Minor matches Cardinal—maybe 50,000 items
 - Owens and Minor matches DAPA (No Cardinal Record)
 - Cardinal matches DAPA (No Owens and Minor Record)
- Need to Receive Monthly Feed of Complete Files of Cardinal and Owens and Minor Data (Master Catalog, Distribution Center and Pricing)

Future Building 99.9% Accurate Product Data



GHX Data Observations

- 3M – robust data, 4 packaging levels
- BD – incomplete and inaccurate data.
No orders for BD items being placed through GHX

NOTE: Expect manufacturer direct item data to be very accurate in GHX since many orders are being placed through GHX on these items

Next Steps

- Use Data Sync to Support Successful Implementation of Commercial GPO
 - Suppress large business identical DAPA items
 - Validate Packaging (and Pricing?) Data of GPO that will go to UDR and DMLSS Retail
- Identify 99.9% accurate catalog data on top 10,000 medical surgical DAPA items by 31 December—hope to achieve goal on 95%+ items
- Develop a repeatable process with monthly PV and DAPA/CDMIA feeds.